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BUSINESS WIRE	810
MCGRAW-HILL PUBS	624
NEW PRODUCT ANNMNT	621
NEWSLETTER DB	636
PR NEWSWIRE	813
SAN JOSE MERCURY	634
GLOBAL REPORTER	20
MAGAZINE DBASE	47
BUSINESS DATELINE	635
MKT&ADV REF SERV	570

Set Description

S1	(configur?(1N)computer)
S2	S1
S3	(electronic or cyber or online or on()line or internet or virtual or web)(n2)(shop? Or retail? Or mall? ? Or catalog?) or e()(shop or tail) or teleshop? Or videotext?(n2)shop? Or PC = 7372640
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 - ☐ **6 Graphical user interfaces and library systems: end-user reactions.** - Wntr - 1995 - Gale Group Magazine Database™ - US\$3.45
 - ☐ **7 Digital library concepts and technologies for the management of library collections: an analysis of methods and costs.** - May-June - 1995 - Gale Group Magazine Database™ - US\$3.45
 - ☐ **8 Sure, why not sell to curches using the Internet** - June, 1995 - Word Count: 1,009 - Business Dateline® - US\$3.40
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- ☐ 18 Ex Libris Limited.(Vendors of Integrated Library Systems for Minicomputers and Mainframes: An Industry Report, part 1) - March-April - 1997 - Gale Group Magazine Database™ - US\$3.45
- ☐ 19 Ameritech Library Services.(Vendors of Integrated Library Systems for Minicomputers and Mainframes: An Industry Report, part 1) - March-April - 1997 - Gale Group Magazine Database™ - US\$3.45
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 - ☐ **28 EGGHEAD** - Mitsubishi Signs Pact With Egghead to Sell New "Ultra Light" Notebook, The Cutting Edge of Portable Technology - October 15, 1997 - Business Wire - US\$2.95
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- ☐ **31 Newsbytes Daily Summary 11/12/97** - Nov 12 - 1997 - Gale Group Newsletter Database™ - *US\$3.45*
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- ☐ **37 Western Library Network.(Commercial Sources of Cataloging Data - Bibliographic Utilities and Other Vendors, part 1)** - May-June - 1998 - Gale Group Magazine Database™ - *US\$3.45*
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- ☐ **40 COMPAQ - Compaq Creative Learning Center at RadioShack Makes PC Shopping Easy and Convenient** - July 29, 1998 - Business Wire - *US\$2.95*

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 - ☐ **42 AMERICAN GENERAL VENTURES** - American General Ventures Provides Build-to-Order Computers on Wal-Mart Stores Inc.'s Online Store - August 05, 1998 - Business Wire - *US\$2.95*
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 - ☐ **44 PC Connection Names Susan Woods VP of Strategic Development.** - August 25 - 1998 - Gale Group New Product Announcements/Plus® - *US\$3.45*
 - ☐ **45 Executive Suite: PC Connection Names Susan Woods VP of Strategic Development** - August 31 - 1998 - Gale Group Newsletter Database™ - *US\$3.45*
 - ☐ **46 Object Design's ObjectStore Selected to Meet Dell EMEA's Next-Generation Web Content-Management Challenge** - September 8, 1998 - PR Newswire - *US\$2.95*
 - ☐ **47 OBJECT DESIGN: ObjectStore selected to meet Dell EMEA's web content-management challenge.** - Sept 9 - 1998 - Gale Group Newsletter Database™ - *US\$3.45*
 - ☐ **48 PC CONNECTION** - PC Connection Recognized for Commitment to Service; Company Cited in two Surveys for its Leading Role in Industry - September 22, 1998 - Business Wire - *US\$2.95*
 - ☐ **49 PC CONNECTION** - PC Connection, Inc. Announces Preliminary Third Quarter Results - September 28, 1998 - Business Wire - *US\$2.95*
 - ☐ **50 PLAYING A NEW GAME** - As IT blurs the definition of banking, new markets emerge - October 02, 1998 - World Reporter - *US\$2.95*
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INDUS 9BUSINESS
WIRE 810MCGRAW-HILL
PUBS 624NEW PRODUCT
ANNMNT 621NEWSLETTER
DB 636

PR NEWSWIRE 813

SAN JOSE
MERCURY 634GLOBAL
REPORTER 20MAGAZINE
DBASE 47BUSINESS
DATELINE 635MKT&ADV REF
SERV 570**Set Description**

S1 (configur?(1N)computer)

S2 S1

S3 (electronic or cyber or online or on()line or
internet or virtual or web)(n2)(shop? Or retail? Or
mall? ? Or catalog?) or e()(shop or tail) or
teleshop? Or videotext?(n2)shop? Or
PC = 7372640

S4 s2 and s3

S5 RD

S6 SORT /ALL/pd,a

- ☐ **51 COMPAQ - Compaq Delivers Breakthrough Value with New \$699(1) Power-Packed Presario Internet PC** - October 12, 1998 - Business Wire - *US\$2.95*
- ☐ **52 PC Connection Re-Launches www.pcconnection.com With Enhanced Customer Service Features.** - Oct 16 - 1998 - Gale Group New Product Announcements/Plus® - *US\$3.45*
- ☐ **53 PC Price Cuts: Compaq Delivers Breakthrough Value with New \$699(1) Power-Packed Presario Internet PC.(Product Announcement)** - Oct 19 - 1998 - Gale Group Newsletter Database™ - *US\$3.45*
- ☐ **54 PC Connection and Compaq Launch Joint Marketing Effort to Increase Products Sales to Small and Medium Sized Businesses.** - Nov 16 - 1998 - Gale Group New Product Announcements/Plus® - *US\$3.45*
- ☐ **55 Patricia Gallup of PC Connection Inc. is Recipient of 1998 National Ernst & Young Entrepreneur of the Year Institute Award for Principle-Centered Leadership.** - Nov 17 - 1998 - Gale Group New Product Announcements/Plus® - *US\$3.45*
- ☐ **56 The state of Internet marketing - 1999.** - Jan - 1999 - Gale Group Marketing & Advertising Reference Service® - *US\$3.45*
- ☐ **57 COMPAQ COMPUTER - Compaq Delivers Unrivalled Value and Latest Technologies with New Line of Home Internet PCs** - January 05, 1999 - Business Wire - *US\$2.95*
- ☐ **58 PC Connection Offers Customers Y2K Product Compliance Information.** - Jan 25 - 1999 - Gale Group New Product Announcements/Plus® - *US\$3.45*
- ☐ **59 PC Connection Names Jerry McDougal VP of Product Management.** - Feb 1 - 1999 - Gale Group New Product Announcements/Plus® - *US\$3.45*
- ☐ **60 Back-end Web developments.** - Feb - 1999 - Gale Group Marketing & Advertising Reference Service® - *US\$3.45*

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WIRE 810MCGRAW-HILL
PUBS 624NEW PRODUCT
ANNMNT 621NEWSLETTER
DB 636

PR NEWSWIRE 813

SAN JOSE
MERCURY 634GLOBAL
REPORTER 20MAGAZINE
DBASE 47BUSINESS
DATELINE 635MKT&ADV REF
SERV 570**Set Description**

S1 (configur?(1N)computer)

S2 S1

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teleshop? Or videotext?(n2)shop? Or
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S4 s2 and s3

S5 RD

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- ☐ **61 NH PC CONNECTION - PC Connection's www.macconnection.com Selected Best Shopping Site** - February 24, 1999 - Business Wire - *US\$2.95*
- ☐ **62 REPEAT/ PC Connection's www.macconnection.com Selected Best Shopping Site.** - Feb 25 - 1999 - Gale Group New Product Announcements/Plus® - *US\$3.45*
- ☐ **63 PC Connection Names Michael Farrell VP of Sales; Key Role Will Help Drive Continued Growth in Business to Business Sales.** - March 9 - 1999 - Gale Group New Product Announcements/Plus® - *US\$3.45*
- ☐ **64 Compaq aiming for 100% online sales** - March 22, 1999 - Business & Industry® - *US\$3.40*
- ☐ **65 pcOrder.com to Power Hartford E-Commerce Initiatives; Hartford's Corporate Online Shopping Site will use pcOrder.com's E-Commerce Software and Product Content.** - March 30 - 1999 - Gale Group New Product Announcements/Plus® - *US\$3.45*
- ☐ **66 PC Connection, Inc. Reports Record Sales.** - April 5 - 1999 - Gale Group New Product Announcements/Plus® - *US\$3.45*
- ☐ **67 Intelliworxx to Deliver VoiceTablets to European Carrier for In-Flight Entertainment.** - April 6 - 1999 - Gale Group New Product Announcements/Plus® - *US\$3.45*
- ☐ **68 PC Connection Donates 150 PCs and Monitors to New Hampshire's Computers in the Schools Program.** - April 6 - 1999 - Gale Group New Product Announcements/Plus® - *US\$3.45*
- ☐ **69 Spring Internet World '99 Exhibitor Profiles S; Conference and Exposition to be held April 12 through 16** - April 09, 1999 - World Reporter - *US\$2.95*
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export performance - 2001 - Word Count: 10012 - ABI/INFORM® - US\$3.40

☐ **7 Trust in the Networked Economy: Doing Business on Web Time.** - March - 2001 - Gale Group Trade and Industry Database™ - US\$3.45

☐ **8 PC Connection Names Kenneth Koppel Chief Executive Officer.** - June 29 - 2001 - Word Count: 530 - Gale Group PROMT® - US\$3.45

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Search Report**Database Name Database Number**

ABI/INFORM 15

PROMT (90-
PRESENT) 16PROMT (1972-
1989) 160COMPUTER
DATABASE 275

TRADE&INDUSTRY 148

Set DescriptionS1 ((configur?(1N)computer)(s)(seller OR
merchant OR vendor OR manufacturer))

S2 S1

S3 (electronic or cyber or online or on()line or
internet or virtual or web)(n2)(shop? Or
retail? Or mall? ? Or catalog?) or e()(shop or
tail) or teleshop? Or videotext?(n2)shop? Or
PC = 7372640

S4 s2 and s3

S5 RD

S6 SORT /ALL/pd,a

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 - ☐ **2 Manufacturers plunge into electronic commerce. (Internet/Web/Online Service Information)** - Sep 27 - 1996 - Gale Group Computer Database™ - US\$3.45
 - ☐ **3 Wal-Mart site to offer custom configuration. (Company Business and Marketing)** - August 18 - 1997 - Gale Group Computer Database™ - US\$3.45
 - ☐ **4 The build-to-order dilemma** - May 1998 - Word Count: 1897 - ABI/INFORM® - US\$3.40
 - ☐ **5 Linux Partners With DataVision Computer Video, Inc.** - Nov 2 - 1999 - Word Count: 725 - Gale Group PROMT® - US\$3.45
 - ☐ **6 The influence of Internet-marketing integration on marketing competencies and**

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- ☐ **1 The build-to-order dilemma. (the Apple Store online ordering service lets Apple's 300MHz Power Macintosh G3 be customized) (includes a related article on the performance of the new G3) (Product Information)(Cover Story)(Buyers Guide)** - May - 1998 - Gale Group Magazine Database™ - US\$3.45
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 - ☐ **3 Strategy - Ebusiness: Ford - Accelerating into the online age.** - March 09, 2000 - World Reporter - US\$2.95
 - ☐ **4 Trust in the Networked Economy: Doing Business on Web Time.** - March - 2001 - Gale Group Magazine Database™ - US\$3.45
 - ☐ **5 PC Connection Names Kenneth Koppel Chief Executive Officer.** - June 29 - 2001 - Gale Group New Product Announcements/Plus® - US\$3.45
 - ☐ **6 PC Connection, Inc. Announces Q3 Preliminary Results Ahead of Expectations; Company Resumes Stock Purchase Program** - October 04, 2002 - World Reporter - US\$2.95
 - ☐ **7 Toshiba Creates Customer Value Using i2 Demand Chain Management; i2 Solutions Link Sales Channels to the Manufacturing Plant, Enabling Intelligent Configure-to-Order Services** - October 29, 2002 - World Reporter - US\$2.95
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Search Report**Database Name Database Number**

ABI/INFORM 15

PROMT (90-
PRESENT) 16PROMT (1972-
1989) 160COMPUTER
DATABASE 275

TRADE&INDUSTRY 148

Set Description

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- ☐ **1 Bell Atlantic first RBOC to include Prodigy in ISDN trial.** - August 9 - 1989 - Gale Group Trade and Industry Database™ - US\$3.45
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 - ☐ **3 The voice mail millions. (directory)** - April - 1990 - Gale Group Computer Database™ - US\$3.45
 - ☐ **4 CAD/CAM marches on. (computer-aided design and computer-aided manufacturing technology for fashion design) (Manufacturing Technology)** - Jan - 1991 - Gale Group Trade and Industry Database™ - US\$3.45
 - ☐ **5 Letting your modem do the walking. (Newport OnLine offers electronic optics catalog)** - June - 1991 - Gale Group Trade and Industry Database™ - US\$3.45
 - ☐ **6 Auto Management** - Aug 1992 - Word Count: 2062 - ABI/INFORM® - US\$3.40

- ☐ **7 The Washington Library Network's computerized bibliographic system** - Mar 1993
- Word Count: 6864 - ABI/INFORM® - US\$3.40
 - ☐ **8 Planning for networking in school libraries. (Special Section: CD-ROM and Local Area Networks)** - April - 1993 - Gale Group Trade and Industry Database™ -
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 - ☐ **9 The hard edge. (critiques of Intel Corp.'s Pentium microprocessor, Apple/IBM/Motorola Inc.'s PowerPC microprocessor and Diamond Computer's configuration utility) (includes mailbag of readers' letters) (Column)** - May - 1994 -
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Search Report**Database Name Database Number**

ABI/INFORM 15

PROMT (90-
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TRADE&INDUSTRY 148

Set Description

S1 (configur?(1N)computer)

S2 S1

S3 (electronic or cyber or online or on()line or
internet or virtual or web)(n2)(shop? Or
retail? Or mall? ? Or catalog?) or e()(shop or
tail) or teleshop? Or videotext?(n2)shop? Or
PC = 7372640

S4 s2 and s3

S5 RD

S6 SORT /ALL/pd,a

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- ☐ **11 Educating customers to build image & census** - Nov/Dec 1994 - Word Count: 2110 - ABI/INFORM® - US\$3.40
 - ☐ **12 Common roots for GUIs. (Liant Software Corp's C++/Views 3.0.1; Inmark Development Corp's zApp Developer's Suite application development packages) (includes related summary, articles on trade-offs, testing methodology, screens, test platforms) (Software Review) (Evaluation)** - Dec 12 - 1994 - Gale Group Trade and Industry Database™ - US\$3.45
 - ☐ **13 Common roots for GUIs** - Dec 12, 1994 - Word Count: 7367 - ABI/INFORM® - US\$3.40
 - ☐ **14 Expert systems implementation: Interviews with knowledge engineers** - 1995 - Word Count: 3751 - ABI/INFORM® - US\$3.40
 - ☐ **15 Graphical user interfaces and library systems: end-user reactions.** - Wntr - 1995 - Gale Group Trade and Industry Database™ - US\$3.45

- ☐ **16 On-line cruisers advise agents on how to embrace 'the Net.' (includes article on Internet terminology)** - Jan 9 - 1995 - Gale Group Trade and Industry Database™ - *US\$3.45*
 - ☐ **17 Navigating Main Street: a user's experience with interactive TV. (GTE Main Street)** - Jan 16 - 1995 - Gale Group Computer Database™ - *US\$3.45*
 - ☐ **18 Plastics technology: manufacturing handbook & buyers' guide 1995/96.(Buyers Guide)** - August - 1995 - Gale Group Trade and Industry Database™ - *US\$3.45*
 - ☐ **19 ... And so does rival mailer Multiple Zones. (Multiple Zones International Inc.) (includes related article)** - Sep 15 - 1995 - Gale Group Trade and Industry Database™ - *US\$3.45*
 - ☐ **20 Voice apps to die for. (computer telephony applications)(includes multiple related articles about specific voice processing applications)(Buyers Guide)** - Feb - 1996 - Gale Group Computer Database™ - *US\$3.45*
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ABI/INFORM 15

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TRADE&INDUSTRY 148

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PC = 7372640

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- ☐ **21 Engineer-distributor links grow stronger. (includes related articles on distributors' Web sites and survey respondents)(Special Report on Engineering and Distribution) (Industry Trend or Event)** - May 13 - 1996 - Gale Group Trade and Industry Database™ - US\$3.45
 - ☐ **22 Manufacturers Plunge Into Electronic Commerce** - Sept 27 - 1996 - Word Count: 519 - Gale Group PROMT® - US\$3.45
 - ☐ **23 Manufacturers plunge into electronic commerce. (Internet/Web/Online Service Information)** - Sep 27 - 1996 - Gale Group Computer Database™ - US\$3.45
 - ☐ **24 Get off Steve's case** - Jan 27, 1997 - Word Count: 724 - ABI/INFORM® - US\$3.40
 - ☐ **25 Reynolds launches Reynolds Advantage Network.** - March 24 - 1997 - Word Count: 814 - Gale Group PROMT® - US\$3.45
 - ☐ **26 Computer Industry Embraces pcOrder Technology to Facilitate Internet Sales and**

Power Electronic Commerce Initiatives - April 7 - 1997 - Word Count: 942 - Gale Group PROMT® - US\$3.45

- ☐ **27 Parlez-vous Internet? (includes related article on European market research) (Success in Cyberspace; Sales and Marketing: The Internet, part 1)(Cover Story)** - April 21 - 1997 - Gale Group Trade and Industry Database™ - US\$3.45

- ☐ **28 PARLEZ-VOUS INTERNET?** - April 21 - 1997 - Word Count: 774 - Gale Group PROMT® - US\$3.45

- ☐ **29 Parlez-vous inter-net?** - Apr 21, 1997 - Word Count: 922 - ABI/INFORM® - US\$3.40

- ☐ **30 MicroAge's ECadvantage(TM) 3.0 Drives Power to the Reseller** - April 29 - 1997 - Word Count: 722 - Gale Group PROMT® - US\$3.45

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TRADE&INDUSTRY 148

Set Description

S1 (configur?(1N)computer)

S2 S1

S3 (electronic or cyber or online or on()line or
internet or virtual or web)(n2)(shop? Or
retail? Or mall? ? Or catalog?) or e()(shop or
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- ☐ **31 Relationships change with the times** - May 12 - 1997 - Word Count: 3718 - Gale Group PROMT® - *US\$3.45*
- ☐ **32 Wal-Mart site to offer custom configuration. (Company Business and Marketing)** - August 18 - 1997 - Gale Group Computer Database™ - *US\$3.45*
- ☐ **33 Surplus Direct Partners With Everex to Provide Consumers With Custom-Build Computers on the Internet.** - Sept 17 - 1997 - Word Count: 777 - Gale Group PROMT® - *US\$3.45*
- ☐ **34 Magic cookies: not just Mrs. Fields amd the Cookie Monster anymore.** - Oct - 1997 - Gale Group Trade and Industry Database™ - *US\$3.45*
- ☐ **35 Mitsubishi Signs Pact With Egghead to Sell New "Ultra Light" Notebook.** - Oct 14 - 1997 - Word Count: 561 - Gale Group PROMT® - *US\$3.45*
- ☐ **36 Mitsubishi Signs Pact With Egghead to Sell New "Ultra Light" Notebook, The**

Cutting Edge of Portable Technology. - Oct 15 - 1997 - Word Count: 560 - Gale Group PROMT® - US\$3.45

- ☐ 37 Egghead Secures Exclusive RecSport Marketing Agreement with Boeing Employees and Retirees; Outstanding Opportunity to Expand Sales. - Oct 20 - 1997 - Word Count: 524 - Gale Group PROMT® - US\$3.45
- ☐ 38 Online tool removes costs from process. (Boston Edison's purchasing of office supplies) - Oct 23 - 1997 - Gale Group Trade and Industry Database™ - US\$3.45
- ☐ 39 F5 Labs Keeps Egghead's Online Store up and Running; BIG/ip2 Technology Guarantees Uninterrupted Access to Egghead.com. - Nov 17 - 1997 - Gale Group Trade and Industry Database™ - US\$3.45
- ☐ 40 Readers' advisory reference tools: a suggested list of fiction sources for all libraries.(Bibliography) - Winter - 1997 - Gale Group Trade and Industry Database™ - US\$3.45

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TRADE&INDUSTRY 148

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tail) or teleshop? Or videotext?(n2)shop? Or
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- ☐ **41 American General Ventures Inc. Provides Wal-Mart Online with Notebook Computers.** - Dec 24 - 1997 - Word Count: 402 - Gale Group PROMT® - US\$3.45
 - ☐ **42 Ten top Web-site tips** - Jan/Feb 1998 - Word Count: 2287 - ABI/INFORM® - US\$3.40
 - ☐ **43 Dell Signs On With Calico** - Feb 9 - 1998 - Word Count: 69 - Gale Group PROMT® - US\$3.45
 - ☐ **44 Automating enterprise performance management** - Mar 1998 - Word Count: 4896 - ABI/INFORM® - US\$3.40
 - ☐ **45 Image server systems & software: the commercial apps have got 'em.** - May - 1998 - Gale Group Trade and Industry Database™ - US\$3.45
 - ☐ **46 The build-to-order dilemma** - May 1998 - Word Count: 1897 - ABI/INFORM® - US\$3.40

- ☐ **47 Prodigy Internet Launches Online Learning Center** - July 23 - 1998 - Word Count: 623 - Gale Group PROMT® - *US\$3.45*
 - ☐ **48 Compaq Creative Learning Center at RadioShack Makes PC Shopping Easy and Convenient.** - July 29 - 1998 - Word Count: 1715 - Gale Group PROMT® - *US\$3.45*
 - ☐ **49 PC Connection Hits 100th Day of Computer Giveaways.** - August 4 - 1998 - Word Count: 388 - Gale Group PROMT® - *US\$3.45*
 - ☐ **50 American General Ventures Provides Build-to-Order Computers on Wal-Mart Stores Inc.'s Online Store.** - August 5 - 1998 - Word Count: 270 - Gale Group PROMT® - *US\$3.45*
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Search Report**Database Name Database Number**

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TRADE&INDUSTRY 148

Set Description

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retail? Or mall? ? Or catalog?) or e()(shop or
tail) or teleshop? Or videotext?(n2)shop? Or
PC=7372640

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S5 RD

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-
- ☐ **51 PC Connection Names Michael Turner VP Of Marketing.** - August 6 - 1998 -
Word Count: 350 - Gale Group PROMT® - US\$3.45
- ☐ **52 PC Connection Names Susan Woods VP of Strategic Development.** - August 25 -
1998 - Word Count: 373 - Gale Group PROMT® - US\$3.45
- ☐ **53 Executive Suite: PC Connection Names Susan Woods VP of Strategic
Development** - August 31 - 1998 - Word Count: 307 - Gale Group PROMT® -
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- ☐ **54 PC Connection Recognized for Commitment to Service; Company Cited in two
Surveys for its Leading Role in Industry.** - Sept 22 - 1998 - Gale Group Trade and
Industry Database™ - US\$3.45
- ☐ **55 PC Connection Re-Launches www.pcconnection.com With Enhanced Customer
Service Features.** - Oct 16 - 1998 - Word Count: 525 - Gale Group PROMT® -
US\$3.45

- ☐ **56 PC Price Cuts: Compaq Delivers Breakthrough Value with New \$699(1) Power-Packed Presario Internet PC.(Product Announcement)** - Oct 19 - 1998 - Gale Group Computer Database™ - *US\$3.45*
 - ☐ **57 PC Connection and Compaq Launch Joint Marketing Effort to Increase Products Sales to Small and Medium Sized Businesses.** - Nov 16 - 1998 - Word Count: 538 - Gale Group PROMT® - *US\$3.45*
 - ☐ **58 Patricia Gallup of PC Connection Inc. is Recipient of 1998 National Ernst & Young Entrepreneur of the Year Institute Award for Principle-Centered Leadership.** - Nov 17 - 1998 - Word Count: 1147 - Gale Group PROMT® - *US\$3.45*
 - ☐ **59 The state of Internet marketing--1999** - Jan 1999 - Word Count: 2268 - ABI/INFORM® - *US\$3.40*
 - ☐ **60 PC Connection Offers Customers Y2K Product Compliance Information.** - Jan 25 - 1999 - Word Count: 584 - Gale Group PROMT® - *US\$3.45*
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Search Report**Database Name Database Number**

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TRADE&INDUSTRY 148

Set Description

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S2 S1

S3 (electronic or cyber or online or on()line or
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retail? Or mall? ? Or catalog?) or e()(shop or
tail) or teleshop? Or videotext?(n2)shop? Or
PC = 7372640

S4 s2 and s3

S5 RD

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☐ **61 Front-end Web strategies** - Feb 1999 - Word Count: 596 - ABI/INFORM® -
US\$3.40☐ **62 Back-end Web developments** - Feb 1999 - Word Count: 596 - ABI/INFORM® -
US\$3.40☐ **63 PC Connection Names Jerry McDougal VP of Product Management.** - Feb 1 -
1999 - Word Count: 441 - Gale Group PROMT® - US\$3.45☐ **64 Reseller relationship streamlines PC buying.** - Feb 11 - 1999 - Word Count: 1256
- Gale Group PROMT® - US\$3.45☐ **65 REPEAT/ PC Connection's www.macconnection.com Selected Best Shopping
Site.** - Feb 25 - 1999 - Word Count: 478 - Gale Group PROMT® - US\$3.45☐ **66 PC Connection Names Michael Farrell VP of Sales; Key Role Will Help Drive
Continued Growth in Business to Business Sales.** - March 9 - 1999 - Word

Count: 445 - Gale Group PROMT® - US\$3.45

- ☐ **67 pcOrder.com to Power Hartford E-Commerce Initiatives; Hartford's Corporate Online Shopping Site will use pcOrder.com's E-Commerce Software and Product Content.** - March 30 - 1999 - Word Count: 580 - Gale Group PROMT® - US\$3.45
 - ☐ **68 PC Connection, Inc. Reports Record Sales.** - April 5 - 1999 - Word Count: 602 - Gale Group PROMT® - US\$3.45
 - ☐ **69 Intelliworxx to Deliver VoiceTablets to European Carrier for In-Flight Entertainment.** - April 6 - 1999 - Word Count: 406 - Gale Group PROMT® - US\$3.45
 - ☐ **70 PC Connection Donates 150 PCs and Monitors to New Hampshire's Computers in the Schools Program.** - April 6 - 1999 - Word Count: 448 - Gale Group PROMT® - US\$3.45
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ABI/INFORM 15

PROMT (90-
PRESENT) 16PROMT (1972-
1989) 160COMPUTER
DATABASE 275

TRADE&INDUSTRY 148

Set Description

S1 (configur?(1N)computer)

S2 S1

S3 s2 and (INVENTORY OR INVENTORIES)(3N)
(MANAGEMENT OR MANAGING)

S4 s2 and (JIT OR JUST(2N)TIME)

S5 s2 and (MANAGING OR CONTROL? OR
TRACK?)(3N)(MERCHANDISE? ? OR
PRODUCT? ? OR GOOD? ? OR
RESOURCE? ?)

S6 s3 or s4 or s5

S7 RD

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-
- ☐ **1 POINT-OF-SALE SYSTEMS BRIDGE THE GAP** - AUG 71 - ABI/INFORM® - US\$3.40
 - ☐ **2 Building Blocks and Microcomputers** - Oct. 1979 - ABI/INFORM® - US\$3.40
 - ☐ **3 North American supplier profiles.** - June - 1983 - Gale Group Trade and Industry Database™ - US\$3.45
 - ☐ **4 Supplier profiles.** - June - 1984 - Gale Group Trade and Industry Database™ - US\$3.45
 - ☐ **5 Manufacturing systems for the automatic factory.** - Aug - 1984 - Gale Group Trade and Industry Database™ - US\$3.45
 - ☐ **6 Software for retailers covers all the bases.** - Feb - 1985 - Gale Group Trade and Industry Database™ - US\$3.45

- ☐ **7 PCs and the factory: symbiosis in action. (programmable controllers)** - April - 1985
- Gale Group Trade and Industry Database™ - US\$3.45
 - ☐ **8 CDC unveils on-line unit for managers. (Control Data Corp.)** - Nov 11 - 1985 - Gale
Group Trade and Industry Database™ - US\$3.45
 - ☐ **9 Directory of top 25 distributors. (Distribution Trends 1987) (directory)** - Dec 1 -
1986 - Gale Group Computer Database™ - US\$3.45
 - ☐ **10 ABC TECHNOLOGIES AND DIGITAL TO MARKET MAINTENANCE
MANAGEMENT SOFTWARE.** - February 23, 1987 - Gale Group PROMT® -
US\$3.45
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Search Report**Database Name Database Number**

ABI/INFORM	15
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PROMT (1972- 1989)	160
COMPUTER DATABASE	275
TRADE&INDUSTRY	148

Set Description

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S3	s2 and (INVENTORY OR INVENTORIES)(3N) (MANAGEMENT OR MANAGING)
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S6	s3 or s4 or s5
S7	RD
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- ☐ **11 Systems integrators: helping to organize a vast and complex array. (Systems Integration supplement)** - April - 1987 - Gale Group Trade and Industry Database™ - US\$3.45
- ☐ **12 Data managers and LANs.** - May - 1987 - Gale Group Computer Database™ - US\$3.45
- ☐ **13 Giddings & Lewis develops special PiCNC software. (Iron Age: Manufacturing Management)** - May 4 - 1987 - Gale Group Trade and Industry Database™ - US\$3.45
- ☐ **14 The Software Link Inc. LANLink. (zero-slot LAN)** - June 23 - 1987 - Gale Group Computer Database™ - US\$3.45

- ☐ 15 AN ADDITIONAL 1.5 MEGABYTES OF MEMORY HAS OPENED NEW APPLICATION POSSIBILITIES FOR MOTOROLA'S MVME117A FULL-FUNCTION VMEBUS COMPATIBLE SINGLE BOARD MICROCOMPUTE - June 26, 1987 - Gale Group PROMT® - US\$3.45
 - ☐ 16 Network on a bus. (Hardware Review) (Alloy Computer Products' PC-PLUS clustered-CPU system for IBM PCs and compatibles) (evaluation) - Feb - 1988 - Gale Group Computer Database™ - US\$3.45
 - ☐ 17 Securing open systems. (Tax-Exempt Bonds) (Open Systems Interconnection network architecture) - March - 1988 - Gale Group Computer Database™ - US\$3.45
 - ☐ 18 PC software: puzzling over today's menu. (incompatible operating systems, graphical user interfaces and networking systems make perplexing decisions for users and vendors) - March - 1989 - Gale Group Computer Database™ - US\$3.45
 - ☐ 19 Intelligent network product interfaces remote I-O to LAN. (local-area network) - April - 1989 - Gale Group Computer Database™ - US\$3.45
 - ☐ 20 PC factions queue up for control. (competing buses for industrial applications) - April - 1989 - Gale Group Computer Database™ - US\$3.45
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ABI/INFORM	15
PROMT (90- PRESENT)	16
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COMPUTER DATABASE	275
TRADE&INDUSTRY	148

Set**Description**

S1	(configur?(1N)computer)
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S3	s2 and (INVENTORY OR INVENTORIES)(3N) (MANAGEMENT OR MANAGING)
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S6	s3 or s4 or s5
S7	RD
S8	SORT /ALL/pd,a

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- ☐ **31 ASHTON-TATE SHIPS CONTROL ROOM** - March 27 - 1990 - Word Count: 973 - Gale Group PROMT® - *US\$3.45*
 - ☐ **32 New for IBM: Ashton-Tate ships Control Room. (product announcement)** - May 17 - 1990 - Gale Group Computer Database™ - *US\$3.45*
 - ☐ **33 Choosing and using advanced control consultants.** - June - 1990 - Gale Group Trade and Industry Database™ - *US\$3.45*
 - ☐ **34 Desktop publishing is no longer limited to the pros. (word processing packages with desktop publishing upgrades)** - July - 1990 - Gale Group Trade and Industry Database™ - *US\$3.45*
 - ☐ **35 A Deviation from dBASE** - July - 1990 - Word Count: 634 - Gale Group PROMT®

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- ☐ **36 Intercraft aims to boost efficiency with electronic data processing. (Intercraft Industries Corp., picture frame maker)** - July 23 - 1990 - Gale Group Trade and Industry Database™ - US\$3.45
 - ☐ **37 Intercraft aims to boost efficiency with electronic data processing** - July 23 - 1990 - Word Count: 1033 - Gale Group PROMT® - US\$3.45
 - ☐ **38 Linkage is the talk of CAD makers. (computer-aided design exhibits at Bobbin Show)** - Sept 14 - 1990 - Gale Group Trade and Industry Database™ - US\$3.45
 - ☐ **39 LINKAGE IS THE TALK OF CAD MAKERS** - Sept 14 - 1990 - Word Count: 695 - Gale Group PROMT® - US\$3.45
 - ☐ **40 Unique characteristics and key design considerations of expert systems: a management perspective.** - Fall - 1990 - Gale Group Computer Database™ - US\$3.45
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ABI/INFORM	15
PROMT (90- PRESENT)	16
PROMT (1972- 1989)	160
COMPUTER DATABASE	275
TRADE&INDUSTRY	148

Set**Description**

S1	((configur?(1N)computer)(s)(seller OR merchant OR vendor OR manufacturer))
S2	S1
S3	s2 and (INVENTORY OR INVENTORIES)(3N) (MANAGEMENT OR MANAGING)
S4	s2 and (JIT OR JUST(2N)TIME)
S5	s2 and (MANAGING OR CONTROL? OR TRACK?)(3N)(MERCHANDISE? ? OR PRODUCT? ? OR GOOD? ? OR RESOURCE? ?)
S6	s3 or s4 or s5
S7	RD
S8	SORT /ALL/pd,a

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- ☐ **1 Quartech Corporation, a manufacturer of programmable controller peripheral products has introduced a File Access Terminal that allows complete or restricted acc - Oct 2 - 1990 - Gale Group PROMT® - US\$3.45**
 - ☐ **2 Application software selection: ten rules of the road to CIM. (computer integrated manufacturing) (tutorial) - Nov - 1990 - Gale Group Computer Database™ - US\$3.45**
 - ☐ **3 Control change from the ground up: configuration management can keep your network flying. (includes directories of related companies and books) - Nov - 1991 - Gale Group Computer Database™ - US\$3.45**
 - ☐ **4 Expert Systems Resource Guide. (products and services)(Directory) - April - 1995 - Gale Group Computer Database™ - US\$3.45**

- ☐ **5 Has security's view been clouded through Windows?** - Jan 1999 - Word Count:
1579 - ABI/INFORM® - US\$3.40
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ABI/INFORM	15
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COMPUTER DATABASE	275
TRADE&INDUSTRY	148

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S1	((configur?(1N)computer)(s)(purhcaser OR purchasers OR buyers OR buyer OR user OR users OR customer OR customers))
S2	S1
S3	s2 and (INVENTORY OR INVENTORIES)(3N) (MANAGEMENT OR MANAGING)
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Bates, Allyson

Macworld , v15n5 , Page: 63, 65 + , May 1998 (includes Charts)

With Apple's online ordering service, the Apple Store, you pick the components you need and substitute or subtract the ones you do not. With the new 300MHz Power Macintosh G3 added to the selection, a variety of speeds and a slew of features are only a mouse-click away. Deciding what features go in your Mac, however, is a much more intricate process than simply clicking on upgrade options. You need to know about all peripherals, manufacturers, and differences in model types. The Web site quickly calculates your total, and Apple can process your order immediately, depending on availability. When compared with companies in the PC industry, Apple is by no means offering great deals through selling direct. Apple Computer Inc (<http://www.apple.com/store/>)

Headnote:

APPLE NOW

OFFERS G3

MACS UP TO

300MHZ WITH

ALL THE

TRIMMINGS.

BUT IS

THE PRICE

TOO HIGH?

LIFE IS FULL OF CHOICES. YOU MAY HOLD UP the drive-thru line at the local fast-food joint because you ordered your burger without ketchup. But the sign does say, "We do it your way." And remember when you bought your family's new station wagon? That AM/FM stereo and wood paneling were features you selected.

But buying a Macintosh from Apple Computer hasn't been that easy. In fact, with regards to purchasing a Mac, Apple has always told you what to buy. It offered a limited selection of configurations (sometimes only one) for the taking. There were only a few choices to select from-choices Apple made for you.

Thankfully, that's not the case anymore. The day of building your own Mac is finally here. With Apple's online ordering service, the Apple Store (www.apple.com/store/), you pick the components you need and substitute or subtract the ones you don't. And with the new 300MHz Power Macintosh G3 added to the selection (see the sidebar "New Mac Is Fast but Limited"), a variety of speeds and a slew of features are only a mouse-click away.

But there are key issues to consider before ordering a Mac from Apple's store. Custom-configuring a computer sounds simple: you pick the features you want, and the manufacturer installs the components. However, deciding what features go in your Mac is a much more intricate process than simply clicking on upgrade options. You need to know about all peripherals, manufacturers, and differences in model types.

But don't let this new process intimidate you. Even if you're new to buying a Mac, Apple offers standard configurations to build on. On its Web site, you can choose from what Apple labels as Good, Better, and Best models, which come with various components and with a 233MHz, 266MHz, or even 300MHz CPU.

Creating your own computer is nothing new to the computing industry. In fact, PC manufacturers such as Dell have offered flexible configurations with incredible price cuts for years. In the Mac market, Power Computing did this as well, until Apple ended Mac OS licensing.

Where to Begin

Whether you start your hunt for a new Mac at Apple's Web site or through one of Apple's resellers, the process is fairly similar. When you log on to the Apple Store, you are faced with a few core configurations. At press time, Apple offered only three primary configurations:

The Good model features a 233MHz CPU, a 512K cache, 32MB of RAM, a 4GB IDE hard drive, a 24x CDROM drive, an audio card, and 6MB of video RAM.

The Better and Best models include faster, 266MHz CPUs and have more RAM, a Zip drive, a 56-Kbps modem, and a monitor. The Best model has more RAM than the Better model, a SCSI hard drive and card, an 8MB video card, a larger monitor, and 100BaseT Ethernet, but no modem.

When you order from Apple, you're not tied down to these configurations, because once you find the model most suited to your needs, you can adjust features to your liking and drop those you don't want. Within each core configuration, you can change the CPU

speed, increase (or decrease) the amount of RAM and video RAM, change the hard drive's speed and capacity, and alter the peripherals.

The Web site quickly calculates your new total, and Apple can process your order immediately, depending on availability. More typically, orders are shipped within two weeks. And if Apple cannot process your custom-made Mac within 30 days of payment, you will be notified and given the option of canceling your order. All products carry a limited one-year warranty, and advisers are on call 24 hours a day at 800/795-1000.

However, if you take those same component requests to a reseller, you'll find that the procedure is not so simple. Apple limits the configurations sold through resellers, so chances are that you'll be starting with a different base model. You won't be able to substitute or remove features; you'll merely be able to add to the existing system.

Price Wars:

Do the Numbers Add Up?

Apple's online build-to-order program may seem flawless to devout Mac users, but take a closer look at the numbers. Apple continues to sell custom-made systems at list price. You don't get a price break, like PC users do when they buy direct. The reason is that Apple must legally charge the same price that it tells resellers to use as a list price. (In the multivendor PC market, some vendors sell only direct and others only in stores.) Therefore, Apple makes a lot more money per unit when selling directly than when selling through a reseller. Here's why: For a \$5,000 system, Apple might pay \$3,750 to make it. A reseller might buy it for \$4,500 and sell it to you for \$5,000. The reseller makes \$500 on the sale, and Apple makes \$750. But if Apple sells the system directly to you for \$5,000, Apple makes \$1,250.

In the sidebar "Make Your Own Mac: What's in Store for You," Macworld used Apple's Web site, the catalogs of several direct-mail resellers, and Dell Computer's Web site to show pricing differences for a professional-level configuration. As you can see, when compared with companies in the PC industry, Apple is by no means offering great deals through selling direct.

Apple versus the Resellers Apple's no-substitution rule puts the resellers at a clear disadvantage. No matter how you cut it, you'll save money when you purchase from Apple rather than from a reseller. Even though Apple charges list price for components, the company lets you swap out features and doesn't charge you for installation.

The disadvantage to buying from a reseller, such as Mac Zone or MacConnection, is that you're forced to buy an existing configuration (usually not comparable to the ones offered from Apple) and you can only upgrade features. Since you can't substitute or swap preinstalled components to get better ones, you'll have duplicates of several of those features you upgraded. And that costs extra money.

An obvious example involves upgrading to 100BaseT Ethernet. Since all personality cards in G3 Macs include 100BaseT Ethernet, you'll need to buy a new 100BaseT Ethernet card. This adds approximately \$100 to the cost of your computer (plus installation fees) and takes up one of your three PCI slots.

Further limitations prohibit resellers from installing particular components. Adding an internal modem to the 266MHz tower seems like a logical upgrade no matter where you buy your Mac, since all systems come equipped with a modem slot (or a Comm slot, as it is called in the now defunct Performa line and in some Power Mac 5000 and 6000 models), but resellers such as MacWarehouse are not authorized to install the modem for you and often don't even sell them for you to install.

The result is that, if you don't buy directly from Apple, prices increase, expandability is limited, and installation fees add up.

However, more-competitive prices and product flexibility may be available this year if Apple goes ahead with its plan to extend the build-to-order program and base configurations to resellers. This would let resellers configure the systems in order to substitute and remove components if necessary, which in turn should let resellers' prices match or beat Apple's.

Apple versus PC Vendors Despite Apple's new, lower prices, Mac users still won't reap the low-cost savings from build-to-order programs that PC buyers have enjoyed for several years.

Sure, Apple has made some big strides in the past year by streamlining its products, offering low-cost yet high-performance Macs, including monitors with some configurations, and introducing a build-to-order system.

But Apple's offerings are limited, because the company can't take advantage of the plethora of manufacturers making computer components. Since Apple's resources are limited and its Macs cost as much when bought directly as when purchased through a reseller, you won't see bargain prices as low as that of Dell's Dimension XPS D300 300MHz Pentium II PC, a product that-while slower than a Power Mac G3-is substantially cheaper.

No Room to Grow

Even in this early stage, the build-to-order program has outgrown the Power Mac G3's chassis. Just imagine, all these options. . . and nowhere to put them.

Picture this: You're a publishing professional, and the speed of the 300MHz is ideal for your workflow. Apple's suggested configuration is its "300MHz Dream Machine," which includes an Ultra Wide SCSI card and a 100BaseT Ethernet card. Great. But now you're left with only one free PCI slot. Do you opt for a 128-bit iXMicro UltimateRes graphics card or do you install a FireWire card that lets you connect to a digital camera or other

media-input device? Whichever you decide, your slots are now full.

And say you got a DVD-ROM drive in that new Mac. So what do you do with it? Sure, it's backward-compatible, so you can use it to play your CD-ROMs, but if you ever consider using it for movie playback you'll need to buy an MPEG-2 decoder card, such as the \$279 E4 CoolDVD card. The only way you can add such a card is by removing one of your previously installed cards and freeing up a PCI slot. As you can see, to have the features in this example, you'd need five PCI slots-and it's easy to come up with other similar configuration examples where you'd need more than three PCI slots.

You face a similar barrier when upgrading RAM: having only three DIMM slots means you're limited to 384MB of memory on a tower model that uses three 128MB DIMMs-and to fit that much, you'll have to toss out the 32MB or 64MB DIMM that your system originally came with, unless you bought all the RAM you needed when you ordered the Mac.

Because all G3 Macs are built with the same motherboard design, these are problems that many users will face if they choose to add on to their system. So if you're a publishing professional or plan to add multiple functions to your Mac, the G3 series is not designed for you. Unfortunately, you have almost no alternatives other than the Umax SuperMac S900 models (see Review, March 1998, and "Powerhouse Production Macs," December 1997), and it's unlikely that these systems will be available past July, when Umax's Mac OS license is set to expire.

Perhaps Apple should resurrect the old Power Macintosh 9600 case with its six PCI slots or use the six-slot PowerTower Pro G3 design the company acquired when it bought out Power Computing last fall (see "Upstart Macs," October 1997). As Macworld Lab tests at the time showed, Power Computing's G3 systems are fast and expandable, they use the PowerPC 750 CPU, and they're ready to be manufactured. No engineering required, just a new case sporting the Apple logo.

Macworld's Buying Advice

This is an exciting time for Mac users. No longer is Apple deciding what features to include in your Mac. With affordable, fast Power Macintosh G3's available for all levels of computing, you can configure a Mac to fit your needs-at least those options that fit in the case. So choose your components carefully. And remember, life is full of choices.

Author Affiliation:

Associate editor ALLYSON BATES has evaluated Macs and PCs for several years.

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DIALINDEX(R)

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*** DIALINDEX search results display in an abbreviated ***

*** format unless you enter the SET DETAIL ON command. ***

? sf allbusiness

You have 362 files in your file list.

(To see banners, use SHOW FILES command).

? ~~sf allbusiness~~ S sn= 0893-8377

Your SELECT statement is:

s sn=0893-8377

Items	File
19755	9: Business & Industry(R)_Jul/1994-2002/Jan 07
279	13: BAMP 2002/Dec W5
26220	15: ABI/Inform(R)_1971-2002/Jan 08
55767	16: Gale Group PROMT(R)_1990-2002/Jan 07
22255	18: Gale Group F&S Index(R)_1988-2002/Jan 04
28	80: TGG Aerospace/Def.Mnts(R)_1986-2002/Jan 07
253	93: TableBase(R) Sep_1997-2002/Dec W5
36952	148: Gale Group Trade & Industry DB_1976-2002/Jan 04
39	149: TGG Health&Wellness(DB(SM))_1976-2002/Dec W4
Examined 50 files	
2	150: Gale Group Legal Res Index(TM)_1980-2002/Jan 07
2184	160: Gale Group PROMT(R)_1972-1989
358	211: Gale Group Newsearch(TM)_2002/Jan 04
9160	233: Internet & Personal Comp- Abs-1981-2002/Jan
1015	256: SoftBase:Reviews,Companies&Prods. 85-2002/Dec
35422	275: Gale Group Computer DB(TM)_1983-2002/Jan 08
Examined 100 files	
359	485: Accounting&Tax DB_1971-2002/Dec W5
Examined 150 files	
1086	570: Gale Group MARS(R)_1984-2002/Jan 07
Examined 200 files	

2 621: Gale Group New Prod. Annou. (R) 1985-2002/Jan 07
Examined 250 files
Examined 300 files
Examined 350 files

18 files have one or more items; file list includes 362 files.
One or more terms were invalid in 279 files.

? Save temp

Temp SearchSave "TD081" stored

? 6 hits

08jan02 12:05:09 User300134 Session D2793.2

\$0.86 0.688 DialUnits File411

\$0.86 Estimated cost File411

\$0.10 TYMNET

\$0.96 Estimated cost this sea h

\$0.96 Estimated total session cost 0.886 DialUnits

SYSTEM:OS - DIALOG OneSearch

File 9:Business & Industry (R) Jul/1994-2002/Jan 07

(c) 2002 Resp. DB Svcs.

File 13:BAMP 2002/Dec W5

(c) 2002 Resp. DB Svcs.

File 15:ABI/Inform (R) 1971-2002/Jan 08

(c) 2002 ProQuest Info&Learning

File 16:Gale Group PROMT (R) 1990-2002/Jan 07

(c) 2002 The Gale Group

File 18:Gale Group F&S Index (R) 1988-2002/Jan 04

(c) 2002 The Gale Group

File 80:TGG Aerospace/Def. Mkts (R) 1986-2002/Jan 07

(c) 2002 The Gale Group

File 93:TableBase (R) Sep 1997-2002/Dec W5

(c) 2002 Resp. DB Svcs.

File 148:Gale Group Trade & Industry DB 1976-2002/Jan 04

(c) 2002 The Gale Group

File 149:TGG Health&Wellness DB (SM) 1976-2002/Dec W4

(c) 2002 The Gale Group

File 150:Gale Group Legal Res Index (TM) 1980-2002/Jan 07

(c) 2002 The Gale Group

File 160:Gale Group PROMT (R) 1972-1989

(c) 1999 The Gale Group

File 211:Gale Group Newsearch (TM) 2002/Jan 04

(c) 2002 The Gale Group

File 233:Internet & Personal Comp. Abs. 1981-2002/Jan

(c) 2002 Info. Today Inc.

File 256:SoftBase:Reviews, Companies&Prods. 85-2002/Dec

(c) 2002 Info. Sources Inc

*File 256: Please note new price changes effective May 1, 2001.

See Help Rates256 for details.

File 275:Gale Group Computer DB (TM) 1983-2002/Jan 08

(c) 2002 The Gale Group

File 485:Accounting & Tax DB 1971-2002/Dec W5

(c) 2002 ProQuest Info&Learning

File 570:Gale Group MARS (R) 1984-2002/Jan 07

(c) 2002 The Gale Group

File 621:Gale Group New Prod. Annou. (R) 1985-2002/Jan 07

(c) 2002 The Gale Group

Set Items Description

? exs

Executing TD081

>>>SET HILIGHT: use ON, OFF, or 1-5 characters

KWIC is set to 50.

S1 211136 SN=0893-8377

?

5444 REBATES/TI

180 BAITING/TI
S2 4 REBATES/TI AND BAITING/TI

52/ free fall

2/8/1 (Item 1 from file: 9)

DIALOG(R)File 9:(c) 2002 Resp. DB Svcs. All rts. reserv.

01856549 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Rebates : Baiting The Channel -- Vendors hook distributors

June 16, 1997

WORD COUNT: 1092

INDUSTRY NAMES: Computer; Personal computers

PRODUCT NAMES: Personal computers (357160); Computers and computer peripheral equipment and software-wholesale (504500)

CONCEPT TERMS: All market information, and

GEOGRAPHIC NAMES: North America (NOAX); United States (USA)

2/8/2 (Item 1 from file: 15)

DIALOG(R)File 15:(c) 2002 InfoQuest Info&Learning. All rts. reserv.

01436500 00-87487

**USE FORMAT 9 FOR FULL TEXT*

Rebates : baiting the channel: Vendors hook distributors

WORD COUNT: 1087 LENGTH: 2 Pages

Jun 16, 1997

COMPANY NAMES:

IBM Personal Computer Co.

Hewlett Packard Co (DUNS:00-912-2532 TICKER:HWP)

Compaq Computer Corp (DUNS:00-389-7733 TICKER:CPQ)

GEOGRAPHIC NAMES: US

DESCRIPTORS: Computer industry; Distributors; Rebates; Market strategy;

Price wars

CLASSIFICATION CODES: 9190 (CN=United States); 8651 (CN=Computer industry);

7000 (CN=Marketing)

2/8/3 (Item 1 from file: 15)

DIALOG(R)File 16:(c) 2002 The Gale Group. All rts. reserv.

05086117 Supplier Number: 47466617 (USE FORMAT 7 FOR FULLTEXT)

Rebates : Baiting The Channel: Vendors hook distributors

June 16, 1997

Word Count: 1099

PUBLISHER NAME: CMP Publications, Inc.

EVENT NAMES: *240 (Marketing procedures)

GEOGRAPHIC NAMES: *1USA (United States)

PRODUCT NAMES: *3573000 (Computer & Peripherals); 5734000 (Computer Stores)

INDUSTRY NAMES: Business (any type of business); CMPT (Computers and Office Automation)

NAICS CODES: 334111 (Electronic Computer Manufacturing); 44312 (Computer and Software Stores)

SPECIAL FEATURES: LOB

2/8/4 (Item 1 from file: 233)

DIALOG(R)File 233:(c) 2002 Info. Today Inc. All rts. reserv.

00462696 97CR06-304

Vendors hook distributors -- Rebates : baiting the channel

19970616

Descriptors: Corporate Strategy; Price; Sales; Competition; IBM;

Compaq; Hewlett-Packard

52/9/1

L Number	Hits	Search Text	DB	Time stamp
1	4232	705/26-29.ccls.	USPAT; US-PGPUB; EPO; JPO; DERWENT	2003/11/15 11:03
2	1086	713/1.ccls.	USPAT; US-PGPUB; EPO; JPO; DERWENT	2003/11/15 11:03
3	0	713/13.ccls.	USPAT; US-PGPUB; EPO; JPO; DERWENT	2003/11/15 11:05
4	1007	705/8.ccls.	USPAT; US-PGPUB; EPO; JPO; DERWENT	2003/11/15 11:06
5	8152	(configur\$5 with computer).ab.	USPAT; US-PGPUB; EPO; JPO; DERWENT	2003/11/15 11:06
7	135	713/1.ccls. and ((configur\$5 with computer).ab.)	USPAT; US-PGPUB; EPO; JPO; DERWENT	2003/11/15 11:06
8	5	705/8.ccls. and ((configur\$5 with computer).ab.) <i>looked at whole pattern</i>	USPAT; US-PGPUB; EPO; JPO; DERWENT	2003/11/15 11:07
6	51	705/26-29.ccls. and ((configur\$5 with computer).ab.) <i>looked at title</i>	USPAT; US-PGPUB; EPO; JPO; DERWENT	2003/11/15 11:28
9	637828	track\$4	USPAT; US-PGPUB; EPO; JPO; DERWENT	2003/11/15 11:08
10	29	(705/26-29.ccls. and ((configur\$5 with computer).ab.)) and track\$4	USPAT; US-PGPUB; EPO; JPO; DERWENT	2003/11/15 11:08
11	20	("4389706" "4589063" "4870591" "5257387" "5416842" "5517494" "5526489" "5535276" "5541927" "5570291" "5598536" "5608900" "5613012" "5640193" "5708798" "5764886" "5844554" "5957695" "6003012" "6009406").PN.	USPAT	2003/11/15 11:10
12	19	6167383.URPN.	USPAT	2003/11/15 11:24
13	2	5844554.pn.	USPAT; US-PGPUB; EPO; JPO; DERWENT	2003/11/15 11:32
14	4764	business near5 (rules rule constraint constraints)	USPAT; US-PGPUB; EPO; JPO; DERWENT	2003/11/15 11:33
15	38	((configur\$5 with computer).ab.) and (business near5 (rules rule constraint constraints)) <i>looked at abstract</i>	USPAT; US-PGPUB; EPO; JPO; DERWENT	2003/11/15 11:36
16	1209	(seller merchant manufacturer vendor) near5 (rule rules constraint constraints)	USPAT; US-PGPUB; EPO; JPO; DERWENT	2003/11/15 11:37
17	13	((configur\$5 with computer).ab.) and ((seller merchant manufacturer vendor) near5 (rule rules constraint constraints)) <i>looked at whole pattern</i>	USPAT; US-PGPUB; EPO; JPO; DERWENT	2003/11/15 11:37

18	14	5668995.URPN.	USPAT	2003/11/15 12:02
19	1	5668995.PN.	USPAT	2003/11/15 12:02